

# 3 FACTS YOUR MEMBER OF CONGRESS NEEDS TO KNOW

Before you come to Washington, there are a few “quick facts” you should have at the ready for meetings with your U.S. House of Representatives and U.S. Senators. Coming prepared fosters a successful meeting and helps you make the most out of your time on Capitol Hill. These may be facts you gloss over at times, but don't forget to lay the foundation for them.

1

## Provide history and overview

Before you jump into key issues, take a moment to provide background about you, your organization, and the impact on the legislator's district or state.

2

## Give them the %, \$ and #s facts

Members of Congress want to know the basics, so share relatable and visual facts: where they can buy your product, how long you've been in operation, your acreage, total number of employees, whether you use H-2A workers, if you are a family business, the number of schools you service, and the quantity of your retail locations.

3

## Let them know how they can help

Inform the legislator and their staff about the issues that are crucial to your business and how they can assist. This could involve signing a letter, co-sponsoring legislation, or leveraging their oversight capacity. A great way to conclude the meeting is by inviting them to visit your business in person.